

General Assembly

Amendment

February Session, 2022

LCO No. 4747



Offered by:

SEN. MILLER P., 27th Dist. REP. DOUCETTE, 13th Dist.

To: Subst. Senate Bill No. 272

File No. 150

Cal. No. 137

"AN ACT REQUIRING CERTAIN FINANCING DISCLOSURES."

- Strike everything after the enacting clause and substitute the following in lieu thereof:
- 3 "Section 1. (NEW) (*Effective January 1, 2023*) As used in this section, and sections 2 to 13, inclusive, of this act:
 - (1) "Affiliate of a financial institution" means an entity that is controlled by or is under common control with a financial institution, such that the financial institution (A) directly or indirectly, acting through one or more other persons, owns, controls or has the power to vote more than fifty per cent of any class of voting securities of the affiliate, (B) controls, in any manner, the election of a majority of directors or trustees of the affiliate, or (C) directly or indirectly exercises

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- 12 a controlling influence over the management or policies of the affiliate;
- (2) "Closed-end financing" means a closed-end extension of credit, secured or unsecured, that includes a finance charge, including financing with an established principal amount and duration, and equipment financing that is not considered a lease, as defined in section 42a-2A-102 of the general statutes, the proceeds of which the recipient does not intend to use primarily for personal, family or household
- 20 (3) "Commercial financing" means open-end financing, closed-end 21 financing, sales-based financing, factoring transaction or any other form 22 of financing, the proceeds of which the recipient does not intend to use
- 23 primarily for personal, family or household purposes;
- 24 (4) "Commercial financing broker" means a person that, for 25 compensation or the expectation of compensation, offers, or offers to 26 obtain, commercial financing from a provider for a recipient;
 - (5) "Factoring transaction" means an accounts receivable purchase transaction that includes an agreement to purchase, transfer or sell a legally enforceable claim for payment held by a recipient for goods the recipient has supplied or services the recipient has rendered that have been ordered but for which payment has not yet been made;
 - (6) "Finance charge" means the cost of financing as a dollar amount, including (A) any charge payable directly or indirectly by the recipient and imposed directly or indirectly by the provider as an incident to or a condition of the extension of financing, (B) all charges that would be included under the definition of "finance charge" in 12 CFR 1026.4, as amended from time to time, as if the transaction were subject to said section, and (C) any charges as determined by the Banking Commissioner;
- 40 (7) "Financial institution" means any of the following: (A) A bank, 41 trust company or industrial loan company doing business under the 42 authority of, or in accordance with, a license, certificate or charter issued

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purposes;

by the United States, this state or any other state, district, territory or commonwealth of the United States that is authorized to transact business in this state; (B) a federally chartered savings and loan association, federal savings bank or federal credit union that is authorized to transact business in this state; or (C) a savings and loan association, savings bank or credit union organized under the laws of this or any other state that is authorized to transact business in this state;

- (8) "Open-end financing" means an agreement for one or more extensions of open-end credit, secured or unsecured, the proceeds of which the recipient does not intend to use primarily for personal, family or household purposes, and includes credit extended by a provider under a plan in which: (A) The provider reasonably contemplates repeated transactions; (B) the provider may impose a finance charge from time to time on an outstanding unpaid balance; and (C) the amount of credit that may be extended to the recipient during the term of the plan up to any limit set by the provider is generally made available to the extent that any outstanding balance is repaid;
- (9) "Person" means an individual, corporation, partnership, limited liability company, joint venture, association, joint stock company, trust or unincorporated organization, including, but not limited to, a sole proprietorship;
- (10) "Provider" means a person who extends a specific offer of commercial financing to a recipient and includes, unless otherwise exempt, a commercial financing broker, but does not include any: (A) Financial institution or affiliate of a financial institution; (B) person acting in such person's capacity as a technology services provider to an entity exempt under this section for use as part of the exempt entity's commercial financing program, provided such person has no interest, arrangement or agreement to purchase any interest in the commercial financing extended by the exempt entity in connection with such program; (C) lender regulated under the federal Farm Credit Act, 12 USC 2001 et seq.; (D) commercial financing transaction secured by real property; (E) lease as defined in section 42a-2A-102 of the general

statutes; (F) person or provider who makes no more than five commercial financing transactions in this state in a twelve-month period; (G) individual commercial financing transaction in an amount over two hundred fifty thousand dollars; or (H) commercial financing transaction entered into pursuant to a commercial financing agreement or commercial open-end credit plan of not less than fifty thousand dollars, in which the recipient is (i) a dealer, as defined in section 14-1 of the general statutes, (ii) an affiliate of such a dealer, (iii) a motor vehicle rental company, or (iv) an affiliate of such a company;

- (11) "Recipient" means a person, or the authorized representative of a person, who applies for commercial financing and is made a specific offer of commercial financing by a provider, but does not include a person who is acting as a commercial financing broker;
- (12) "Sales-based financing" means a transaction that is repaid by the recipient to the provider over time as (A) a percentage of sales or revenue, in which the payment amount may increase or decrease according to the volume of sales made or revenue received by the recipient, or (B) according to a fixed payment mechanism that provides for a reconciliation process that adjusts the payment to an amount that is a percentage of sales or revenue; and
- (13) "Specific offer" means the specific terms of commercial financing, including price or amount, that is quoted to a recipient based on information obtained from or about the recipient, which, if accepted by a recipient, shall be binding on the provider, as applicable, subject to any specific requirements stated in such terms.
- Sec. 2. (NEW) (*Effective January 1, 2023*) For purposes of determining whether a financing is a commercial financing, the provider may rely on any statement of intended purposes by the recipient. The statement may be (1) a separate statement signed by the recipient; (2) contained in the financing application, financing agreement or other document signed or consented to by the recipient; or (3) provided orally by the recipient so long as it is documented in the recipient's application file by the

provider. Electronic signatures and consents are valid for purposes of this section. The provider shall not be required to ascertain that the proceeds of a commercial financing are used in accordance with the recipient's statement of intended purposes.

- Sec. 3. (NEW) (*Effective January 1, 2023*) A provider shall provide to a recipient at the time of extending a specific offer for sales-based financing the following disclosures in a format prescribed by the Banking Commissioner:
- 116 (1) The total amount of the commercial financing and the 117 disbursement amount, if different from the financing amount, after any 118 fees are deducted or withheld at disbursement:
 - (2) The finance charge;

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- 120 (3) The estimated annual percentage rate, using the words annual 121 percentage rate or the abbreviation "APR", expressed as a yearly rate, 122 inclusive of any fees and finance charges, and calculated in accordance 123 with the federal Truth in Lending Act, Regulation Z, 12 CFR 1026.22, as 124 amended from time to time, based on the estimated term of repayment 125 and the projected periodic payment amounts. The estimated term of 126 repayment and the projected periodic payment amounts shall be 127 calculated based on the projection of the recipient's sales. The projected 128 sales volume may be calculated using the historical method or the opt-129 in method as described in subparagraphs (A) and (B) of this subdivision. 130 The provider shall provide notice to the Banking Commissioner of 131 which method the provider intends to use in all instances of sales-based 132 financing offered in calculating estimated annual percentage rate 133 pursuant to this section;
 - (A) A provider using the historical method shall use an average historical volume of sales or revenue by which the financing's payment amounts are based and the estimated annual percentage rate is calculated. The provider shall fix the historical time period used to calculate the average historical volume and use such period for all disclosure purposes for all sales-based financing products offered. The

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fixed historical time period shall either be the preceding time period from the specific offer or, alternatively, the provider may use average sales for the same number of months with the highest sales volume within the past twelve months. The fixed historical time period shall be not less than one month and shall not exceed twelve months; and

- (B) A provider using the opt-in method shall determine the estimated annual percentage rate, the estimated term and the projected payments using a projected sales volume that the provider elects for each disclosure, provided such provider participates in a review process prescribed by the commissioner. A provider shall, not later than October 1, 2023, and annually thereafter, report data to the commissioner of estimated annual percentage rates disclosed to recipients and actual retrospective annual percentage rates of completed transactions. The report shall contain such information as the commissioner may prescribe as necessary or appropriate for the purpose of making a determination of whether the deviation between the estimated annual percentage rate and actual retrospective annual percentage rates of completed transactions was reasonable. The commissioner shall establish the method of reporting and may, upon a finding that the use of projected sales volume by the provider has resulted in an unacceptable deviation between estimated and actual annual percentage rate, require the provider to use the historical method. The commissioner may consider unusual and extraordinary circumstances impacting the provider's deviation between estimated and actual annual percentage rate in the determination of such finding;
- (4) The total repayment amount, which is the disbursement amount plus the finance charge;
- 167 (5) The estimated time period required for the periodic payments to 168 equal the total amount required to be repaid based on the projected sales 169 volume;
- 170 (6) The payment amounts, based on the projected sales volume as 171 follows: (A) For payment amounts that are fixed, the payment amounts

and frequency, and, if the payment frequency is other than monthly, the

- amount of the average projected payments per month; or (B) for
- payment amounts that are variable, a payment schedule or a description
- of the method used to calculate the amounts and frequency of payments,
- and the amount of the average projected payments per month;
- 177 (7) A description of all other potential fees and charges not included 178 in the finance charge, including, but not limited to, draw fees, late
- 179 payment fees and returned payment fees;
- 180 (8) If the recipient elects to pay off or refinance the commercial
- 181 financing prior to full repayment, the provider shall disclose: (A)
- 182 Whether the recipient will be required to pay any finance charges other
- than interest accrued since the recipient's last payment and, if so, the
- 184 percentage of any unpaid portion of the finance charge and the
- maximum dollar amount the recipient may be required to pay; and (B)
- 186 whether the recipient will be required to pay any additional fees not
- already included in the finance charge;
- 188 (9) A description of collateral requirements or security interests, if
- 189 any;
- 190 (10) If the commercial financing agreement includes a waiver of the
- 191 recipient's right for a hearing concerning the attachment of the
- 192 recipient's bank account, a clear and conspicuous disclosure that: (A)
- 193 The recipient has a right to such a hearing if the provider pursues such
- 194 attachment, and (B) such waiver may result in the attachment of the
- 195 recipient's bank account without a hearing; and
- 196 (11) A statement of whether, in connection with the specific offer of
- sales-based financing, the provider will pay compensation directly to a
- 198 commercial financing broker out of the financed amount and, if so, the
- 199 amount of compensation.
- Sec. 4. (NEW) (Effective January 1, 2023) A provider shall provide to a
- 201 recipient at the time of extending a specific offer for closed-end
- 202 financing the following disclosures in a format prescribed by the

- 203 Banking Commissioner:
- 204 (1) The total amount of the commercial financing and the 205 disbursement amount, if different from the financing amount, after any 206 fees are deducted or withheld at disbursement:
- 207 (2) The finance charge;
- 208 (3) The annual percentage rate, using only the words "annual percentage rate" or the abbreviation "APR", expressed as a yearly rate,
- 210 inclusive of any fees and finance charges that cannot be avoided by a
- 211 recipient, and calculated in accordance with the federal Truth in
- 212 Lending Act, Regulation Z, 12 CFR 1026.22, as amended from time to
- 213 time;
- 214 (4) The total repayment amount, which is the disbursement amount
- 215 plus the finance charge;
- 216 (5) The term of the financing;
- 217 (6) The payment amounts as follows: (A) For payment amounts that
- are fixed, the payment amounts and frequency, and, if the term is longer
- 219 than one month, the average monthly payment amount; or (B) for
- 220 payment amounts that are variable, a full payment schedule or a
- description of the method used to calculate the amounts and frequency
- of payments, and, if the term is longer than one month, the estimated
- average monthly payment amount;
- 224 (7) A description of all other potential fees and charges that can be
- avoided by the recipient, including, but not limited to, late payment fees
- and returned payment fees;
- 227 (8) If the recipient elects to pay off or refinance the commercial
- 228 financing prior to full repayment, the provider shall disclose whether
- 229 the recipient would be required to pay: (A) Any finance charges other
- 230 than interest accrued since the recipient's last payment and, if so,
- 231 disclosure of the percentage of any unpaid portion of the finance charge
- and maximum dollar amount the recipient may be required to pay; and

- 233 (B) any additional fees not included in the finance charge;
- 234 (9) A description of collateral requirements or security interests, if 235 any;
- 236 (10) If the commercial financing agreement includes a waiver of the 237 recipient's right for a hearing concerning the attachment of the 238 recipient's bank account, a clear and conspicuous disclosure that: (A) 239 The recipient has a right to such a hearing if the provider pursues such 240 attachment; and (B) such waiver may result in the attachment of the 241 recipient's bank account without a hearing; and
- 242 (11) A statement of whether, in connection with the specific offer of 243 closed-end financing, the provider will pay compensation directly to a 244 commercial financing broker out of the financed amount and, if so, the 245 amount of compensation.
- Sec. 5. (NEW) (*Effective January 1, 2023*) A provider shall provide to a recipient at the time of extending a specific offer for open-end financing the following disclosures in a format prescribed by the Banking Commissioner:
 - (1) The maximum amount of credit available to the recipient and the amount scheduled to be drawn by the recipient at the time the offer is extended, if any, minus any fees deducted or withheld at disbursement;
 - (2) The finance charge, which, for the purposes of open-end financing, shall assume the maximum amount of credit available to the recipient, in each case, is drawn and held for the duration of the term or draw period;
- 257 (3) The annual percentage rate, using only the words "annual percentage rate" or the abbreviation "APR", expressed as a nominal yearly rate, inclusive of any fees and finance charges that cannot be avoided by a recipient, and calculated in accordance with the federal Truth in Lending Act, Regulation Z, 12 CFR 1026.22 and based on the maximum amount of credit available to the recipient and the term

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resulting from making the minimum required payments for the term as disclosed;

- (4) The total repayment amount, which is the draw amount, minus any fees deducted or withheld at disbursement, plus the finance charge. The total repayment amount shall assume a draw amount equal to the maximum amount of credit available to the recipient if drawn and held for the duration of the term or draw period;
- (5) The term of the plan, if applicable, or the period over which a drawis amortized;
 - (6) The payment frequency and amounts, based on the assumptions used in the calculation of the annual percentage rate, including a description of payment amount requirements such as a minimum payment amount, and if the payment frequency is other than monthly, the amount of the average projected payments per month. For payment amounts that are variable, the provider shall include a payment schedule, or a description of the method used to calculate the amounts and frequency of payments, and the estimated average monthly payment amount;
 - (7) A description of all other potential fees and charges that can be avoided by the recipient, including, but not limited to, draw fees, late payment fees and returned payment fees;
- (8) If the recipient elects to pay off or refinance the commercial financing prior to full repayment, the provider shall disclose whether the recipient would be required to pay: (A) Any finance charges other than interest accrued since the recipient's last payment and, if so, disclosure of the percentage of any unpaid portion of the finance charge and maximum dollar amount the recipient could be required to pay; and (B) any additional fees not already included in the finance charge;
- 291 (9) A description of collateral requirements or security interests, if 292 any;

(10) If the commercial financing agreement includes a waiver of the recipient's right for a hearing concerning the attachment of the recipient's bank account, a clear and conspicuous disclosure stating that:

(A) The recipient has a right to such a hearing if the provider pursues such attachment; and (B) such waiver may result in the attachment of the recipient's bank account without a hearing; and

- (11) A statement of whether, in connection with the specific offer of open-end financing, the provider will pay compensation directly to a commercial financing broker out of the financed amount and, if so, the amount of compensation.
- Sec. 6. (NEW) (*Effective January 1, 2023*) A provider shall provide to a recipient at the time of extending a specific offer for a factoring transaction the following disclosures in a format prescribed by the Banking Commissioner:
- 307 (1) The amount of the receivables purchase price paid to the recipient 308 and, if different from the purchase price, the amount disbursed to the 309 recipient after any fees deducted or withheld at disbursement;
- 310 (2) The finance charge, which, for the purposes of a factoring 311 transaction, includes the discount taken on the face value of the accounts 312 receivable;
 - (3) The estimated annual percentage rate, using that term, calculated according to the federal Truth in Lending Act, Regulation Z, 12 CFR 1026 Appendix J, as amended from time to time, as a single advance, single payment transaction. To calculate the estimated annual percentage rate, the purchase amount is the financing amount, the purchase amount minus the finance charge is the payment amount, and the term is established by the payment due date of the receivables. As an alternate method of establishing the term, the provider may estimate the term for a factoring transaction as the average payment period, using its historical data over a period not to exceed the previous twelve months, concerning payment invoices paid by the party owing the accounts receivable in question;

325 (4) The total payment amount, which is the purchase amount plus the 326 finance charge;

- 327 (5) A description of all other potential fees and charges that may be 328 avoided by the recipient;
- 329 (6) A description of the receivables purchased and any additional collateral requirements or security interests;
 - (7) If the commercial financing agreement includes a waiver of the recipient's right for a hearing concerning the attachment of the recipient's bank account, a clear and conspicuous disclosure that: (A) The recipient has a right to such a hearing if the provider pursues such attachment; and (B) such waiver may result in the attachment of the recipient's bank account without a hearing; and
- 337 (8) A statement of whether, in connection with the specific offer for a 338 factoring transaction, the provider will pay compensation directly to a 339 commercial financing broker out of the financed amount and, if so, the 340 amount of compensation.
- Sec. 7. (NEW) (*Effective January 1, 2023*) The Banking Commissioner may require a provider extending a specific offer for commercial financing that is not open-end financing, closed-end financing, sales-based financing or a factoring transaction, but which otherwise is commercial financing, to provide to a recipient at the time of extending such specific offer the following disclosures in the format prescribed by the Banking Commissioner:
- 348 (1) The total amount of the commercial financing and the 349 disbursement amount, if different from the financing amount, after any 350 fees deducted or withheld at disbursement;
- 351 (2) The finance charge;
- 352 (3) The annual percentage rate, using only the words "annual percentage rate" or the abbreviation "APR", expressed as a yearly rate, inclusive of any fees and finance charges, and calculated in accordance

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355 with the relevant sections of Part 1026 of the federal Truth in Lending 356 Act, Regulation Z or sections 1 to 10, inclusive, of this act;

- 357 (4) The total repayment amount which is the disbursement amount 358 plus the finance charge;
- 359 (5) The term of the financing;
- 360 (6) The payment amounts, as follows: (A) For payment amounts that 361 are fixed, the payment amounts and frequency, and the average 362 monthly payment amount; or (B) for payment amounts that are variable, 363 a payment schedule or a description of the method used to calculate the 364 amounts and frequency of payments, and the estimated average 365 monthly payment amount;
 - (7) A description of all other potential fees and charges that can be avoided by the recipient, including, but not limited to, late payment fees and returned payment fees;
- 369 (8) If the recipient elects to pay off or refinance the commercial 370 financing prior to full repayment, the provider shall disclose whether 371 the recipient would be required to pay: (A) Any finance charges other 372 than interest accrued since the recipient's last payment and, if so, 373 disclosure of the percentage of any unpaid portion of the finance charge 374 and maximum dollar amount the recipient may be required to pay; and 375 (B) any additional fees not already included in the finance charge;
- 376 (9) A description of collateral requirements or security interests, if 377 any;
- 378 (10) If the commercial financing agreement includes a waiver of the 379 recipient's right for a hearing concerning the attachment of the 380 recipient's bank account, a clear and conspicuous disclosure that: (A) 381 The recipient has a right to such a hearing if the provider pursues such 382 attachment; and (B) such waiver may result in the attachment of the 383 recipient's bank account without a hearing; and
- 384 (11) A statement of whether, in connection with the specific offer for

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commercial financing, the provider will pay compensation directly to a commercial financing broker out of the financed amount and, if so, the amount of compensation.

- Sec. 8. (NEW) (*Effective January 1, 2023*) If as a condition of obtaining commercial financing the provider requires the recipient to pay off the balance of an existing commercial financing from the same provider, the provider shall disclose to the recipient:
- (1) The amount of the new commercial financing used to pay off the portion of the existing commercial financing that consists of prepayment charges required to be paid and any unpaid interest expense that was not forgiven at the time of renewal. For financing for which the total repayment amount is calculated as a fixed amount, the prepayment charge is equal to the original finance charge multiplied by the amount of the renewal used to pay off existing financing as a percentage of the total repayment amount, minus any portion of the total repayment amount forgiven by the provider at the time of prepayment. If the amount is more than zero, such amount shall be included in the disclosure as the answer to the following question and presented as follows: "Does the renewal financing include any amount that is used to pay unpaid finance charge or fees, also known as double dipping? Yes, (enter amount). If the amount is zero, the answer would be No."
- (2) If the disbursement amount will be reduced to pay down any unpaid portion of the outstanding balance, the actual dollar amount by which such disbursement amount will be reduced.
- Sec. 9. (NEW) (*Effective January 1, 2023*) The provider shall obtain the recipient's signature, which may be fulfilled by an electronic signature, on all disclosures required to be presented to the recipient pursuant to sections 1 to 10, inclusive, of this act before authorizing the recipient to proceed further with the commercial financing transaction application.
- Sec. 10. (NEW) (*Effective January 1, 2023*) Nothing in sections 1 to 10, inclusive, of this act shall prevent a provider from providing or disclosing additional information on a commercial financing being

offered to a recipient, provided such additional information shall not be disclosed as part of the disclosure required by sections 1 to 10, inclusive, of this act. If other information concerning financing costs is disclosed or used in the application process of a commercial financing, such information shall not be presented as a rate if it is not the annual interest rate or the annual percentage rate. The term interest, when used to describe a percentage rate, shall only be used to describe annualized percentage rates, such as the annual interest rate. When a provider states a rate of finance charge or a financing amount to a recipient during an application process for commercial financing, the provider shall also state the rate as an annual percentage rate, using that term or the abbreviation "APR".

Sec. 11. (NEW) (Effective January 1, 2023) If the Banking Commissioner determines that the laws of another state require commercial financing disclosures that meet or exceed the commercial financing disclosure requirements established under sections 1 to 10, inclusive, of this act, any commercial financing disclosure form that such other state approves for the purposes of complying with such other state's commercial financing disclosure laws may be used for the purposes of complying with the commercial financing disclosure requirements established under sections 1 to 10, inclusive, of this act.

Sec. 12. (NEW) (*Effective January 1, 2023*) The Banking Commissioner may adopt regulations in accordance with the provisions of chapter 54 of the general statutes to carry out the provisions of sections 1 to 11, inclusive, of this act.

Sec. 13. (NEW) (*Effective January 1, 2023*) (a) Any provider who violates any provision of sections 1 to 11, inclusive, of this act or any regulation adopted pursuant to section 12 of this act shall be liable for a civil penalty of not more than two thousand dollars for each violation or, in the case of a wilful violation, not more than ten thousand dollars for each violation.

(b) In addition to any penalty imposed pursuant to subsection (a) of

this section, if the Banking Commissioner finds that a provider has knowingly violated any provision of sections 1 to 11, inclusive, of this act or any regulation adopted pursuant to section 12 of this act, the commissioner may order additional relief, including, but not limited to, a permanent or preliminary injunction on behalf of any recipient affected by the violation."

This act shall take effect as follows and shall amend the following		
sections:		
Section 1	January 1, 2023	New section
Sec. 2	January 1, 2023	New section
Sec. 3	January 1, 2023	New section
Sec. 4	January 1, 2023	New section
Sec. 5	January 1, 2023	New section
Sec. 6	January 1, 2023	New section
Sec. 7	January 1, 2023	New section
Sec. 8	January 1, 2023	New section
Sec. 9	January 1, 2023	New section
Sec. 10	January 1, 2023	New section
Sec. 11	January 1, 2023	New section
Sec. 12	January 1, 2023	New section
Sec. 13	January 1, 2023	New section

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